

SCRIPT: Negotiate credit card APRs, cable rates, bank fees, etc.

“Hi, my name’s Ramit Sethi and I’ve been a customer with your company for X years. I’ve been doing some research and came across some other companies that can offer me a better deal than what you’re giving me now.

Again, I’ve been a loyal customer for the past X years, and I’d hate to have to switch to another company just because of a simple money issue, but as you know, times are tough. So what can you do for me?

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SCRIPT: Pitching a potential client

Hi Mike,

My name is Ramit Sethi and I’m a recent Stanford grad. I’ve been reading your blog for two years (I loved the post about using virtual assistants and got BOTH of my brothers to start using one), and it’s really helped me be more efficient with my work.

It occurred to me that you’re probably interested in growing your blog. I might be able to help. I’ve done video editing (<http://www.fakesamplesite.com>) and Powerpoint design (<http://www.anotherfakesite.com>). Imagine doing a great video on using virtual assistants, then distributing it through your newsletter. I could do one for you in about 2 days if you’re interested.

How about chatting later this week? My # is XXX-XXX-XXXX or I can give you a call at your convenience.

Thanks,

- Ramit

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SCRIPT: Negotiating your salary

“First of all, thank you—I’m excited to begin and I think we’re in the same ballpark. I’d like to talk about salary. From my research, it looks like the standard range is from \$70,000-\$90,000 — and actually towards the higher end for someone with my qualifications. I’d like to discuss that range.”